

Message Text

UNCLASSIFIED

PAGE 01 KHARTO 02623 130838Z
ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 AID-05 /024 W
-----038805 130915Z /13

R 130709Z JUN 78
FM AMEMBASSY KHARTOUM
TO SECSTATE WASHDC 7568
INFO AMEMBASSY LAGOS
AMCONSUL IBADAN
AMCONSUL KADUNA
AMEMBASSY NAIROBI

UNCLAS KHARTOUM 2623

E.O. 11652: N/A
TAGS: BEXP, SU
SUBJ: HEALTH CARE/MEDICAL EQUIPMENT TRADE MISSION

REF: (A) STATE 145323
(B) 77 KHARTOUM A-909

1. ON BASIS REF B, WE BELIEVE SUDAN IS SUITABLE FOR SUBJECT MISSION, PROVIDED PARTICIPANTS ARE AWARE OF COUNTRY'S CURRENT FINANCIAL PROBLEMS AND REQUIREMENT FOR EXTENSIVE PAYMENT FACILITIES. ALTHOUGH WE EXPECT SUDANESE ACCEPTANCE OF IMF REFORM PACKAGE TO IMPROVE FOREIGN EXCHANGE SITUATION, GENEROUS CREDIT TERMS WILL STILL BE EXPECTED BY HEALTH CARE EQUIPMENT END-USERS. FIRMS UNABLE TO OFFER SOME TYPE OF PAYMENT FACILITY WILL HAVE CONSIDERABLE DIFFICULTY SELLING IN THIS MARKET.

2. PROPOSED DATES OF OCTOBER 5-10 ARE SOMEWHAT AWKWARD FOR US. OCTOBER 6 IS FRIDAY, NOT A WORKDAY IN SUDAN, AND EMBASSY IS CLOSED OCTOBER 8 AND 9 (LATTER IS COLUMBUS DAY). SINCE A SECOND STOP IS BEING CONSIDERED IN NIGERIA, WE WONDER IF MISSION COULD START IN KHARTOUM, PROCEEDING TO NAIROBI, LAGOS AND SECOND NIGERIAN LOCATION. MISSION SHOULD START ON SEPTEMBER 26 TO ALLOW 3 WORKING DAYS IN THE SUDAN. AS UNCLASSIFIED

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WE ALREADY SCHEDULED FOR A CHICAGO VEHICLE MAINTENANCE IOGA MISSION SOMETIME IN OCTOBER, LATE SEPTEMBER DATES OFFER SOME BREATHING ROOM AND AVOID POSSIBLE CONFLICT.

3. PLEASE ADVISE.
BERGUS

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NNN

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